

Exhibit 6c
Percent Difference Between 2012 and 2013 Export
Results for Small and Medium Sized Companies

Value in millions of dollars. Details may not equal totals due to rounding.

(-) Represents zero or less than one-half unit of measurement shown. D - Represents suppressed to avoid disclosure.

Country of Destination	% Difference 2012-2013				
	Total Value	Identified Exporters		Small and Medium Exporters (3)	
		Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
United States	2.2	1.4	-0.5	4.5	-0.5
Alabama	-1.4	-1.2	0.1	-14.3	-0.6
Alaska	-0.3	4.9	-8.1	7.1	-8.9
Arizona	5.5	6.3	-5.9	12.5	-5.8
Arkansas	-6.1	-4.8	0.7	-18.3	1.6
California	3.8	2.4	-0.1	2.3	-0.1
Colorado	4.6	5.8	1.8	5.5	1.1
Connecticut	2.9	2.7	-3.1	-0.6	-2.9
Delaware	4.5	1.5	-8.5	34.0	-8.8
Florida	-7.3	-9.2	-0.8	-12.8	-0.8
Georgia	4.0	3.1	-2.3	-3.4	-2.3
Hawaii	-18.3	0.8	-3.3	27.7	-1.8
Idaho	-5.5	-6.2	0.1	27.4	0.8
Illinois	-3.0	-5.4	-1.6	1.4	-1.7
Indiana	-0.8	-0.9	-0.2	-8.6	-0.6
Iowa	-5.1	-5.5	1.2	4.0	1.6
Kansas	6.6	1.7	-2.2	-5.8	-2.7
Kentucky	14.6	16.6	-3.6	19.2	-4.2
Louisiana	0.7	0.6	-4.7	-0.2	-4.2
Maine	-11.8	-14.2	3.3	8.9	2.6
Maryland	0.1	0.1	-4.5	-4.1	-4.3
Massachusetts	4.7	4.2	-2.8	6.0	-3.1
Michigan	2.9	-1.4	-2.1	3.5	-2.4
Minnesota	-0.3	-0.5	-1.3	-16.5	-1.5
Mississippi	5.1	4.8	-0.7	-4.5	0.2
Missouri	-7.1	-7.8	-0.4	5.6	0.1
Montana	-4.5	-7.1	-5.2	-7.6	-4.9
Nebraska	-0.9	-0.9	-2.1	6.6	-2.6
Nevada	-15.2	-16.9	2.5	-10.1	3.9
New Hampshire	19.9	22.9	2.5	10.8	2.9
New Jersey	-1.5	-1.7	-1.9	5.5	-2.2
New Mexico	-8.1	-7.3	2.8	45.7	3.8
New York	6.3	7.8	-2.1	13.0	-2.1
North Carolina	1.8	-0.1	-1.0	2.0	-1.1
North Dakota	-13.5	-16.8	-5.1	-33.3	-6.2
Ohio	4.4	1.9	0.2	1.5	0.3
Oklahoma	5.2	6.0	-3.0	6.3	-3.6
Oregon	1.4	0.0	-1.6	4.2	-1.1
Pennsylvania	6.0	5.0	-0.4	7.8	-0.3
Rhode Island	-8.7	-12.0	5.2	-6.9	4.0
South Carolina	4.6	5.5	-2.5	-8.0	-3.0
South Dakota	1.9	4.1	-4.0	3.7	-3.8
Tennessee	3.8	3.9	-1.2	7.8	-1.1
Texas	5.6	5.5	1.6	20.3	1.7
Utah	-16.3	-29.1	0.3	33.0	-0.1
Vermont	-2.7	-3.1	1.0	-15.0	3.3
Virginia	-1.8	-1.1	0.3	-2.5	0.9
Washington	8.0	7.5	0.6	8.8	0.5
West Virginia	-23.9	-23.9	-0.4	-33.6	-2.2
Wisconsin	0.0	-1.5	1.5	-3.8	1.1
Wyoming	-6.0	-8.6	-8.3	-4.2	-8.8
District of Columbia	34.4	18.2	-10.8	29.2	-10.4
Puerto Rico	6.9	6.5	-8.2	(D)	-7.6
Virgin Islands	14.9	(D)	5.4	(D)	20.0
Unallocated (3)	-0.5	(D)	-	(D)	-

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Includes transactions not reported by state and low-value estimates.

(3) Small and Medium sized companies are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.